



# UNDERSTANDING & LEVERAGING TEAMS

## 2-Day Required Core Course for the C-RETS Certification

- Develop a blueprint for a successful team, including job descriptions.
- Create team compensation plans that incentivize and maintain profitability.
- Create coachable moments for team growth plateaus.
- Analyze the growth stages of teams, how they form, and why some fail.
- Manage conflicts that arise due to teams and their members.
- Review best practices in team management.



The **FIRST & ONLY** team certification recognized by The National Association of REALTORS®

Learn how to earn the C-RETS Certification at [www.REBINstitute.com](http://www.REBINstitute.com)

## Featuring National Instructor Adorna Carroll

VP & Owner/Broker of Realty3CT and President of Dynamic Directions, an educational & sales training firm.

2016 President of NAR's Real Estate Business Institute (REBI)



August 10 & 11, 2016

Airport Honolulu Hotel, 3401 N. Nimitz Hwy.

\$489 Two Days of Valuable Information to Build a Solid Team

Approved for 12 Hours Hawaii **Elective CE Credits**

Registration Information on Reverse Side



## UNDERSTANDING & LEVERAGING TEAMS

An opportunity to learn from the Source!

**Adorna Carroll**, DSA, ABR/M, SRS, CRB, CIPS, SRES, SFR, GRI, PMN, ePRO

- Adorna co-authored the SRS – Seller Representative Specialist designation course.
- She provided input in the development of the Certified Real Estate Team Specialist program.

## Why CRETS?

- ✓ C-RETS is the only NAR recognized Team Certification and designed for Team Leaders, Team Members, those looking to start a team, Brokers and Managers with Teams in the office.
- ✓ Teams are now a permanent part of today’s real estate environment, so know how to develop and manage a Successful Team.

**August 10 & 11, 2016** Day 1: 9:00 a.m. to 5:30 p.m. Day 2: 8:00 a.m. to 4:00 p.m.  
 Airport Honolulu Hotel, 3401 N. Nimitz Highway  
**\$489 Two Days of Valuable Information to Build a Solid Team**  
 Additional \$10 for 12 hours Elective CE credits

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

\$489 for Two Days of Learning

Additional \$10 for CE Credits

Payment:  Check payable to Hawaii Association of REALTORS®.

Credit card. Please provide the best phone number to reach you and we will contact you for the information. Phone Number: \_\_\_\_\_

Partners in Your Real Estate Success



Hawaii Association of REALTORS®

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